1986 index

THE PROFESSIONAL PHOTOGRAPHER / VOLUME 113 / NUMBERS 2084-2095

Numbers following each listing denote the month of issue/page number.

A

Advertising
Advertising photography estimate/invoice forms . . . 5-38
Be a shooting star . . . 5-26
Marketing key to family portraiture success . . . 3-42
Never leave'm empty-handed . . . 6-64
People photography: Like father, like daughter . . . 4-53
American Society of Photographers
Know thy subject: Key advice for personal portraiture . . . 9-28
Portraiture: greatest challenge, greatest satisfaction . . . 2-28
Animal photography
Circus photographer . . . 12-24
Pets are people, too . . . 2-57
Annual reports
Annual report photography . . . 1-26
Applied photography
Applied photography competition . . . 7-38
Architectural photography
Women in photography . . . 7-22
Audiovisual
Projection techniques enlarge portrait sales . . . 7-42
Return to romance brings wedding profits . . . 4-22
Volunteer programs spotlight your studio . . . 5-52

B

Backgrounds
Bonanza of backdrop ideas spurs exciting portraiture . . . 10-42
Getting into outdoor portraiture . . . 6-66
Incredible flexible 'plexi', The . . . 10-31
New techniques with background paper . . . 7-52
Biography - people
Anspaugh credo: high quality, high standards . . . 1-39
Circus photographer . . . 12-24
Know thy subject: Key advice for personal portraiture . . . 9-28
Portraiture: greatest challenge, greatest satisfaction . . . 2-28
Teamwork: First mural ingredient . . . 12-30
Business
Advertising photography estimate/invoice forms . . . 5-38
Commonsense profits . . . 10-66
Copyright and portrait photographers . . . 8-41
Credit card for photographers . . . 9-52
Doing business the old-fashioned way . . . 5-49
Electronic portfolios entice clients . . . 5-43
Software programs for professional photographers . . . 9-35, 10-37
Volunteer programs spotlight your studio . . . 5-52
Business opportunities
Annual report photography . . . 1-26
Country fairs...City malls . . . 3-38
Display of success . . . 12-35
Doing business the old-fashioned way . . . 5-49
Executive portraits in the corporate environment . . . 1-33
Mini portrait studios . . . 6-74
Opportunity galore for portrait photographers . . . 7-46
Photographic contests are effective promotion blockbusters . . . 6-56
Professional tools for stock photography . . . 3-29
Return to romance brings wedding profits . . . 4-22
Selling stock photography . . . 3-24
Volunteer programs spotlight your studio . . . 5-52
Business psychology
Beware of small corners . . . 8-46
Never leave'm empty-handed . . . 6-64
People photography: A question of balance . . . 11-45
Price lists and brochures . . . 2-46
Return to elegance . . . 6-30
Seniors in the sky . . . 6-80
Set goals to chart your course . . . 10-56
Business services
Live wire . . . 9-39

C

Candids
Troubleshooting for better wedding candids . . . 4-49
Children
Bonanza of backdrop ideas spurs exciting portraiture . . . 10-42
More on Ident-a-kid . . . 3-48
Photographic contests are effective promotion blockbusters . . . 6-56
Psychology of child portraits, The . . . 2-48
Close-up photography
Effective f/stops for close-ups . . . 6-70
Color labs
Is an in-studio lab right for you? . . . 7-50, 8-44
Is there a one-hour lab in your future? . . . 9-54
Commercial photography
Annual report photography . . . 1-26
Be a shooting star . . . 5-26
Display of success . . . 12-35
Doing business the old-fashioned way . . . 5-49
Electronic portfolios entice clients . . . 5-43
Incredible flexible 'plexi', The . . . 10-31
International photography . . . 11-30
Lighting key to dramatic images . . . 10-24
People photography: A question of balance . . . 11-45
People photography: Like falling off a log . . . 6-60
People photography: Like father, like daughter . . . 4-53
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
Selling stock photography . . . 3-24
Competitions
Winning smiles . . . 3-32
Computers
Businessman vs. Pac Man . . . 9-24
Live wire . . . 9-39
Software programs for professional photographers . . . 9-35, 10-37
Contracts
Selling stock photography . . . 3-24
Conventions
After Anaheim—then what? . . . 7-4
Anaheim: entertainment epicenter . . . 5-34
Getting the most out of a trade show . . . 6-78
Magic image, The . . . 4-35
Photo trade shows: What's there for me . . . 1-48
PP of A Council streamlines association . . . 9-45
World Congress draws pros . . . 11-42
Copyright
Copyright and portrait photographers . . . 8-41
Copyright protection: Hot topic for professionals . . . 10-62
Copyright symbols . . . 5-58
Legalities and realities of copyright law . . . 5-54
Rights clearance service . . . 9-52
Corporate photography
Executive portraits in the corporate environment . . . 1-33

D

Darkroom
Display materials fit the job . . . 12-42

E

Environmental portraiture
Getting into outdoor portraiture . . . 6-66
Portraiture: greatest challenge, greatest satisfaction . . . 2-28
Quartz: the forgotten light . . . 8-32
Equipment
Airport x-ray protection . . . 8-48
Archival quality catalog . . . 12-46
Beseler/Minolta 45A enlarger light source . . . 2-66
Businessman vs. Pac Man . . . 9-24
Calendar company queries . . . 10-60
Calendars for 5x7 photos . . . 3-48
Changing technology and the professional photographer . . . 4-60
Excess baggage . . . 5-58
Gadget grab bag . . . 2-14
Incredible flexible 'plexi', The . . . 10-31
Incredible shrinking tubing . . . 6-74
Medium-format explosion . . . 11-14
New copying systems . . . 6-74
New umbrella clamp . . . 4-62
Odds and ends . . . 7-52
Personal equipment inventory . . . 5-58
Replacing equipment feet . . . 10-60
Safe-sync flash voltage regulator . . . 10-60
Slide viewing light . . . 10-60
Stepping into the high-tech future . . . 6-12
Trade showcase . . . 6-37
Tripod service . . . 6-76
Tripod update . . . 3-48
Troubleshooting for better wedding candids . . . 4-49
Unclogging the river of India ink . . . 8-49
Unique wall calendar . . . 3-48
Versatile tape . . . 5-58
Vintage rubber stamps . . . 9-52
Voltage surge suppressor . . . 12-46

F

Fashion photography
People photography: A model's portfolio . . . 2-44
People photography: Agents and Emily . . . 7-31
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
Winning smiles . . . 3-32
Film
Display materials fit the job . . . 12-42
Going with the grain . . . 11-37
Quartz: the forgotten light . . . 8-32
Teamwork: First mural ingredient . . . 12-30
Financing
Doing business the old-fashioned way . . . 5-49
Food photography
Display of success . . . 12-35
Women in photography . . . 7-22
Framing
Letting prints breathe . . . 1-43

I

Idea Exchange
Film canister use . . . 5-58
Illustrative photography
Advertising photography estimate/invoice forms . . . 5-38
Aerospace photographers . . . 8-24
Applied photography competition . . . 7-38
Be a shooting star . . . 5-26
Male portraiture: the art of character . . . 2-40
People photography: A model's portfolio . . . 2-44
Indemnification
PP of A Council streamlines association . . . 9-45
Industrial photography
Aerospace photographers . . . 8-24
Annual report photography . . . 1-26
Applied photography competition . . . 7-38
Inspirational
People photography: Dedication, diet, and Danza . . . 12-39
Spectacles of love, The . . . 3-44
Tattered photograph, The . . . 1-46

L

Legal
Advertising photography estimate/invoice forms . . . 5-38
Copyright and portrait photographers . . . 8-41
Selling stock photography . . . 3-24
Troubleshooting for better wedding candids . . . 4-49
Lenses
Effective f/stops for close-ups . . . 6-70
Lighting equipment
Color balancing flash tubes . . . 8-48
Lighting key to dramatic images . . . 10-24
Lightwall system . . . 10-60
Single light uncomplicates portraiture . . . 10-50
Lighting techniques
Day (5,500°K) for night (3,200°K) . . . 1-14
Direct focus on eyeglass glare . . . 10-53
Lighting key to dramatic images . . . 10-24
People photography: A model's portfolio . . . 2-44
People photography: Agents and Emily . . . 7-31
People photography: Contemporary headshot . . . 3-36
People photography: Like father, like daughter . . . 4-53
People photography: Models, mortals, and Jill . . . 5-46
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
People photography: the natural style . . . 1-40
Quartz: the forgotten light . . . 8-32
Return to elegance . . . 6-30
Single light uncomplicates portraiture . . . 10-50
Touch of class, A . . . 2-36

M

Management
Art and science of hiring, The . . . 10-58
Commonsense profits . . . 10-66
Communication is good management . . . 4-58
Performance evaluation . . . 11-48
Problem solving for managers . . . 11-52
Software programs for professional photographers . . . 9-35, 10-37
Termination . . . 12-44
Marketing
Be a shooting star . . . 5-26
Commonsense profits . . . 10-66
Country fairs...City malls . . . 3-38
Electronic portfolios entice clients . . . 5-43
Executive portraits in the corporate environment . . . 1-33
Never leave'm empty-handed . . . 6-64
People photography: Like father, like daughter . . . 4-53
Pets are people, too . . . 2-57
Price lists and brochures . . . 2-46
Professional tools for stock photography . . . 3-29
Return to romance brings wedding profits . . . 4-22
Selling stock photography . . . 3-24
Trash or treasure? . . . 3-46
Men
Executive portraits in the corporate environment . . . 1-33
Male portraiture: the art of character . . . 2-40
Photographic contests are effective promotion blockbusters . . . 6-56
Models
People photography: A model's portfolio . . . 2-44
People photography: Agents and Emily . . . 7-31
People photography: Models, mortals, and Jill . . . 5-46
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
Money Management
Doing business the old-fashioned way . . . 5-49
Mounting
Letting prints breathe . . . 1-43
Motivation
Mulligan's stew . . . 3-4
People photography: Dedication, diet, and Danza . . . 12-39

1986 index

THE PROFESSIONAL PHOTOGRAPHER / VOLUME 113 / NUMBERS 2084-2095

Numbers following each listing denote the month of issue/page number.

A

Advertising
Advertising photography estimate/invoice forms . . . 5-38
Be a shooting star . . . 5-26
Marketing key to family portraiture success . . . 3-42
Never leave'm empty-handed . . . 6-64
People photography: Like father, like daughter . . . 4-53
American Society of Photographers
Know thy subject: Key advice for personal portraiture . . . 9-28
Portraiture: greatest challenge, greatest satisfaction . . . 2-28
Animal photography
Circus photographer . . . 12-24
Pets are people, too . . . 2-57
Annual reports
Annual report photography . . . 1-26
Applied photography
Applied photography competition . . . 7-38
Architectural photography
Women in photography . . . 7-22
Audiovisual
Projection techniques enlarge portrait sales . . . 7-42
Return to romance brings wedding profits . . . 4-22
Volunteer programs spotlight your studio . . . 5-52

B

Backgrounds
Bonanza of backdrop ideas spurs exciting portraiture . . . 10-42
Getting into outdoor portraiture . . . 6-66
Incredible flexible 'plexi', The . . . 10-31
New techniques with background paper . . . 7-52
Biography - people
Anspaugh credo: high quality, high standards . . . 1-39
Circus photographer . . . 12-24
Know thy subject: Key advice for personal portraiture . . . 9-28
Portraiture: greatest challenge, greatest satisfaction . . . 2-28
Teamwork: First mural ingredient . . . 12-30
Business
Advertising photography estimate/invoice forms . . . 5-38
Commonsense profits . . . 10-66
Copyright and portrait photographers . . . 8-41
Credit card for photographers . . . 9-52
Doing business the old-fashioned way . . . 5-49
Electronic portfolios entice clients . . . 5-43
Software programs for professional photographers . . . 9-35, 10-37
Volunteer programs spotlight your studio . . . 5-52
Business opportunities
Annual report photography . . . 1-26
Country fairs...City malls . . . 3-38
Display of success . . . 12-35
Doing business the old-fashioned way . . . 5-49
Executive portraits in the corporate environment . . . 1-33
Mini portrait studios . . . 6-74
Opportunity galore for portrait photographers . . . 7-46
Photographic contests are effective promotion blockbusters . . . 6-56
Professional tools for stock photography . . . 3-29
Return to romance brings wedding profits . . . 4-22
Selling stock photography . . . 3-24
Volunteer programs spotlight your studio . . . 5-52
Business psychology
Beware of small corners . . . 8-46
Never leave'm empty-handed . . . 6-64
People photography: A question of balance . . . 11-45
Price lists and brochures . . . 2-46
Return to elegance . . . 6-30
Seniors in the sky . . . 6-80
Set goals to chart your course . . . 10-56
Business services
Live wire . . . 9-39

C

Candids
Troubleshooting for better wedding candids . . . 4-49
Children
Bonanza of backdrop ideas spurs exciting portraiture . . . 10-42
More on Ident-a-kid . . . 3-48
Photographic contests are effective promotion blockbusters . . . 6-56
Psychology of child portraits, The . . . 2-48
Close-up photography
Effective f/stops for close-ups . . . 6-70
Color labs
Is an in-studio lab right for you? . . . 7-50, 8-44
Is there a one-hour lab in your future? . . . 9-54
Commercial photography
Annual report photography . . . 1-26
Be a shooting star . . . 5-26
Display of success . . . 12-35
Doing business the old-fashioned way . . . 5-49
Electronic portfolios entice clients . . . 5-43
Incredible flexible 'plexi', The . . . 10-31
International photography . . . 11-30
Lighting key to dramatic images . . . 10-24
People photography: A question of balance . . . 11-45
People photography: Like falling off a log . . . 6-60
People photography: Like father, like daughter . . . 4-53
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
Selling stock photography . . . 3-24
Competitions
Winning smiles . . . 3-32
Computers
Businessman vs. Pac Man . . . 9-24
Live wire . . . 9-39
Software programs for professional photographers . . . 9-35, 10-37
Contracts
Selling stock photography . . . 3-24
Conventions
After Anaheim—then what? . . . 7-4
Anaheim: entertainment epicenter . . . 5-34
Getting the most out of a trade show . . . 6-78
Magic image, The . . . 4-35
Photo trade shows: What's there for me . . . 1-48
PP of A Council streamlines association . . . 9-45
World Congress draws pros . . . 11-42
Copyright
Copyright and portrait photographers . . . 8-41
Copyright protection: Hot topic for professionals . . . 10-62
Copyright symbols . . . 5-58
Legalities and realities of copyright law . . . 5-54
Rights clearance service . . . 9-52
Corporate photography
Executive portraits in the corporate environment . . . 1-33

D

Darkroom
Display materials fit the job . . . 12-42

E

Environmental portraiture
Getting into outdoor portraiture . . . 6-66
Portraiture: greatest challenge, greatest satisfaction . . . 2-28
Quartz: the forgotten light . . . 8-32
Equipment
Airport x-ray protection . . . 8-48
Archival quality catalog . . . 12-46
Beseler/Minolta 45A enlarger light source . . . 2-66
Businessman vs. Pac Man . . . 9-24
Calendar company queries . . . 10-60
Calendars for 5x7 photos . . . 3-48
Changing technology and the professional photographer . . . 4-60
Excess baggage . . . 5-58
Gadget grab bag . . . 2-14
Incredible flexible 'plexi', The . . . 10-31
Incredible shrinking tubing . . . 6-74
Medium-format explosion . . . 11-14
New copying systems . . . 6-74
New umbrella clamp . . . 4-62
Odds and ends . . . 7-52
Personal equipment inventory . . . 5-58
Replacing equipment feet . . . 10-60
Safe-sync flash voltage regulator . . . 10-60
Slide viewing light . . . 10-60
Stepping into the high-tech future . . . 6-12
Trade showcase . . . 6-37
Tripod service . . . 6-76
Tripod update . . . 3-48
Troubleshooting for better wedding candids . . . 4-49
Unclogging the river of India ink . . . 8-49
Unique wall calendar . . . 3-48
Versatile tape . . . 5-58
Vintage rubber stamps . . . 9-52
Voltage surge suppressor . . . 12-46

F

Fashion photography
People photography: A model's portfolio . . . 2-44
People photography: Agents and Emily . . . 7-31
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
Winning smiles . . . 3-32
Film
Display materials fit the job . . . 12-42
Going with the grain . . . 11-37
Quartz: the forgotten light . . . 8-32
Teamwork: First mural ingredient . . . 12-30
Financing
Doing business the old-fashioned way . . . 5-49
Food photography
Display of success . . . 12-35
Women in photography . . . 7-22
Framing
Letting prints breathe . . . 1-43

I

Idea Exchange
Film canister use . . . 5-58
Illustrative photography
Advertising photography estimate/invoice forms . . . 5-38
Aerospace photographers . . . 8-24
Applied photography competition . . . 7-38
Be a shooting star . . . 5-26
Male portraiture: the art of character . . . 2-40
People photography: A model's portfolio . . . 2-44
Indemnification
PP of A Council streamlines association . . . 9-45
Industrial photography
Aerospace photographers . . . 8-24
Annual report photography . . . 1-26
Applied photography competition . . . 7-38
Inspirational
People photography: Dedication, diet, and Danza . . . 12-39
Spectacles of love, The . . . 3-44
Tattered photograph, The . . . 1-46

L

Legal
Advertising photography estimate/invoice forms . . . 5-38
Copyright and portrait photographers . . . 8-41
Selling stock photography . . . 3-24
Troubleshooting for better wedding candids . . . 4-49
Lenses
Effective f/stops for close-ups . . . 6-70
Lighting equipment
Color balancing flash tubes . . . 8-48
Lighting key to dramatic images . . . 10-24
Lightwall system . . . 10-60
Single light uncomplicates portraiture . . . 10-50
Lighting techniques
Day (5,500°K) for night (3,200°K) . . . 1-14
Direct focus on eyeglass glare . . . 10-53
Lighting key to dramatic images . . . 10-24
People photography: A model's portfolio . . . 2-44
People photography: Agents and Emily . . . 7-31
People photography: Contemporary headshot . . . 3-36
People photography: Like father, like daughter . . . 4-53
People photography: Models, mortals, and Jill . . . 5-46
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
People photography: the natural style . . . 1-40
Quartz: the forgotten light . . . 8-32
Return to elegance . . . 6-30
Single light uncomplicates portraiture . . . 10-50
Touch of class, A . . . 2-36

M

Management
Art and science of hiring, The . . . 10-58
Commonsense profits . . . 10-66
Communication is good management . . . 4-58
Performance evaluation . . . 11-48
Problem solving for managers . . . 11-52
Software programs for professional photographers . . . 9-35, 10-37
Termination . . . 12-44
Marketing
Be a shooting star . . . 5-26
Commonsense profits . . . 10-66
Country fairs...City malls . . . 3-38
Electronic portfolios entice clients . . . 5-43
Executive portraits in the corporate environment . . . 1-33
Never leave'm empty-handed . . . 6-64
People photography: Like father, like daughter . . . 4-53
Pets are people, too . . . 2-57
Price lists and brochures . . . 2-46
Professional tools for stock photography . . . 3-29
Return to romance brings wedding profits . . . 4-22
Selling stock photography . . . 3-24
Trash or treasure? . . . 3-46
Men
Executive portraits in the corporate environment . . . 1-33
Male portraiture: the art of character . . . 2-40
Photographic contests are effective promotion blockbusters . . . 6-56
Models
People photography: A model's portfolio . . . 2-44
People photography: Agents and Emily . . . 7-31
People photography: Models, mortals, and Jill . . . 5-46
People photography: Opening dialogue . . . 9-42
People photography: R.J. and R.R. . . . 8-39
Money Management
Doing business the old-fashioned way . . . 5-49
Mounting
Letting prints breathe . . . 1-43
Motivation
Mulligan's stew . . . 3-4
People photography: Dedication, diet, and Danza . . . 12-39

N

New products
Albums and mounting 1-50, 2-71, 3-52, 4-67, 5-62 6-37, 6-86, 7-55, 8-52, 9-56, 10-70, 11-54, 12-51
Audiovisual 1-50, 3-52, 4-67, 5-62, 6-40, 7-55, 8-54, 9-56, 10-70, 12-51
Cameras 3-53, 5-63, 6-40, 6-91, 7-56, 8-55, 9-52, 9-56, 10-71, 12-52
Computers 4-68, 5-64, 6-42, 11-54
Editing 1-51, 4-71, 7-56, 10-72, 11-55
Lab equipment 1-54, 2-71, 3-54, 4-71, 5-65, 6-42 6-93, 7-56, 8-55, 9-57, 10-72, 11-55, 12-52
Lab services 4-73, 6-46
Lenses 1-54, 4-75, 6-97, 12-52
Lighting and studio equipment 1-56, 2-73, 3-55, 4-75, 6-46, 6-99, 7-58, 8-55, 10-77, 11-57, 12-55
Literature 2-75, 4-75, 6-101, 7-59, 9-59, 11-58
Marketing and education 6-50
Mini lab equipment 6-52
Photographic accessories 1-55, 2-77, 3-56, 4-78, 5-66, 6-52, 6-101, 7-59, 8-56, 9-60, 10-81, 11-41, 11-58 12-52, 12-54
Photographic materials 2-78, 3-56, 4-79, 5-67, 6-54, 11-41, 12-54
Video 1-57, 2-80, 4-80, 9-63, 10-81

P

Panoramic photography
Teamwork: First mural ingredient 12-30
Photo decor
Display materials fit the job 12-42
Display of success 12-35
Teamwork: First mural ingredient 12-30
Photographic permanence
Letting prints breathe 1-43
Photojournalism
Professional tools for stock photography 3-29
Women in photography 7-22
Photokina
Photokina: World showcase 11-41
Portraiture
Annual report photography 1-26
Bonanza of backdrop ideas spurs exciting portraiture 10-42
Businessman vs. Pac Man 9-24
Copyright and portrait photographers 8-41
Direct focus on eyeglass glare 10-53
Executive portraits in the corporate environment 1-33
Going with the grain 11-37
International photography 11-30
Know thy subject: Key advice for personal portraiture 9-28
Male portraiture: the art of character 2-40
People photography: A model's portfolio 2-44
People photography: A question of balance 11-45
People photography: Agents and Emily 7-31
People photography: Contemporary headshot 3-36
People photography: Dedication, diet, and Danza 12-39
People photography: Like father, like daughter 4-53
People photography: Models, mortals, and Jill 5-46
People photography: Opening dialogue 9-42
People photography: R.J. and R.R. 8-39
People photography: the natural style 1-40
Pets are people, too 2-57
Portraiture: greatest challenge, greatest satisfaction 2-28
Projection techniques enlarge portrait sales 7-42
Psychology of child portraits, The 2-48
Quartz: the forgotten light 8-32
Return to elegance 6-30
Return to romance brings wedding profits 4-22
Seniors in the sky 6-80
Single light uncomplicates portraiture 10-50
Touch of class, A 2-36
Touchy topic of retouching, The 10-47
Posing
Bonanza of backdrop ideas spurs exciting portraiture 10-42
People photography: A question of balance 11-45
People photography: Agents and Emily 7-31
People photography: The natural style 1-40
Touch of class, A 2-36
Troubleshooting for better wedding candids 4-49
PP of A
A transfusion for your cash register 4-4
Anspaugh credo: high quality, high standards 1-39
Auditor's report 5-68
Christmas afternoon 5-4
Common gratitude 11-4
From whence cometh the 'volunteer army'— and why? 9-4
Hail to the volunteer army! 8-4
International photography 11-30
Join PP of A? What's in it for me? 6-4
PP of A Council streamlines association 9-45
Swan Song 12-4
Trick or Treat! 10-4
Processing
Display materials fit the job 12-42
Display of success 12-35
Higher Contrast flat copy slides 3-48
Teamwork: First mural ingredient 12-30
Professionalism
A salute to professional photography's 'General Practitioners' 2-4
Be a professional 1-4
Return to elegance 6-30
Promotion
A new season for photogs 7-52
Be a shooting star 5-26
Bonanza of backdrop ideas spurs exciting portraiture 10-42
Country fairs...City malls 3-38
Electronic portfolios entice clients 5-43
Get your studio in the news 9-50
Irish promotions 5-58
Marketing key to family portraiture success 3-42
Never leave'm empty-handed 6-64
Photographic contests are effective promotion blockbusters 6-56
Price lists and brochures 2-46
Projection techniques enlarge portrait sales 7-42
Seniors in the sky 6-80
Volunteer programs spotlight your studio 5-52
What's in a name? 2-64
Winning smiles 3-32
Proofs
Changing projection proof formats 6-74
Projection techniques enlarge portrait sales 7-42
Touchy topic of retouching, The 10-47
Public relations
Marketing key to family portraiture success 3-42
Photographic contests are effective promotion blockbusters 6-56

R

Research
PP of A members are more successful photographers 8-12
Retouching
Touchy topic of retouching, The 10-47

S

Sales
Doing business the old-fashioned way 5-49
Price lists and brochures 2-46
Schools
Bonanza of backdrop ideas spurs exciting portraiture 10-42
Selling
Bigger is better 6-72
Country fairs...City malls 3-38
Electronic portfolios entice clients 5-43
Never leave'm empty-handed 6-64
Patricia Woodson 9-39
People photography: Like father, like daughter 4-53
Price lists and brochures 2-46
Selling stock photography 3-24
Slides
Projection techniques enlarge portrait sales 7-42
Small product photography
Annual report photography 1-26
Effective f/stops for close-ups 6-70
Incredible flexible 'plexi', The 10-31
Space photography
Aerospace photographers 8-24
Stock photography
Live wire 9-39
Professional tools for stock photography 3-29
Selling stock photography 3-24
Your stock photography gold mine 3-16
Studio operation
Advertising photography estimate/invoice forms 5-38
Be a shooting star 5-26
Businessman vs. Pac Man 9-24
Commonsense profits 10-66
Country fairs...City malls 3-38
Never leave'm empty-handed 6-64
Penny-wise and dollar-foolish 4-56
Psychology of child portraits, The 2-48
Schedule your way to efficiency 2-62
Software programs for professional photographers 9-35, 10-37
Volunteer programs spotlight your studio 5-52

T

Technique
Circus photographer 12-24
Duplicating tips 2-67
Effective f/stops for close-ups 6-70
Going with the grain 11-37
Incredible flexible 'plexi', The 10-31
People photography: A question of balance 11-45
People photography: Dedication, diet, and Danza 12-39
People photography: The natural style 1-40
Seniors in the sky 6-80
Teamwork: First mural ingredient 12-30
Video production tips 4-31
Videotaping weddings 4-28
Travel
Anaheim: entertainment epicenter 5-34
Professional tools for stock photography 3-29
Women in photography 7-22

V

Video
Educational videotapes 4-62
Electronic imaging 8-48
Electronic portfolios entice clients 5-43
Return to romance brings wedding profits 4-22
Video production tips 4-31
Videotaping weddings 4-28
View cameras
Effective f/stops for close-ups 6-70

W

Wedding photography
Businessman vs. Pac Man 9-24
Discreet wedding photography 6-82
Return to romance brings wedding profits 4-22
Studio wedding photography on location 4-45
Troubleshooting for better wedding candids 4-49
Video production tips 4-31
Videotaping weddings 4-28
Winona
Winona experience, The 2-60
Women
People photography: A model's portfolio 2-44
People photography: Models, mortals, and Jill 5-46
Touch of class, A 2-36

Y

Yearbook photography
Photographic contests are effective promotion blockbusters 6-56
Seniors in the sky 6-80

contributors

A

Almeida, David A. 6-82
Anspaugh, Lawrence 1-4, 2-4, 3-4, 4-4, 5-4, 6-4, 7-4 8-4, 9-4, 10-4, 11-4, 12-4
Arbolida, Lou Cover-3, 3-14

B

Bair, Royce 3-24
Barr, Paula 12-30
Beard, Lloyd 6-70
Behnke, Bert 2-48
Bernstein, Gary 1-40, 2-44, 3-36, 4-53, 5-46, 6-60, 7-31, 8-39, 9-42, Cover-10, 10-16, 11-45, 12-39
Busath, Don 2-28
Bynum, Harley 7-42

C

Ceas-Nester, Bobbie 3-29, 7-22
Charis, Phillip Stewart 6-30
Chiusano, Michael 11-37
Clarke, Jeffrey and Sallie 6-56
Clayton, Virginia 7-42

D

Davis, Deanna 10-47
DeBat, Alfred 1-14, 2-14, 3-16, 4-60, 5-34, 6-12, 7-46, 8-12, 9-45, 10-62, 11-14, 12-42
Der Manuelian, Christopher Cover-2, 2-18, 9-28
Draper, Laurie 1-43
Dreesen, Glenn Cover-4, 4-14

E

Emmerich, Don 8-32, 10-53

F

Fehrenbach, Kris A. 2-57
Fisher, Anthony 5-43
Fleming, Don 4-45

G

Giles, Thomas W. 2-46
Giolas, John 5-52
Graham, Curtis Cover-7, 7-14
Greenhouse, Richard 12-24

H

Handley, Robert E. 9-24
Haskell, Mark 5-49
Hill, June 2-36, 10-42
Hobelaid, Andy 3-38

I

Ishikawa, Andrew 6-56

J

Jones, Harry E. 2-60

K

Kazu Cover-6, 6-18
Kimbrell, Wendy 1-26
Klinger, Stephen 6-56
Kroeger, Thomas 6-66

L

Laurien 2-40
Leafstrand, Douglas 6-80
Leisenheimer, Philip Cover-11, 11-20

M

Markow, Paul Cover-5, 5-16, 5-26
Maynard, L.E. 10-50
McIntosh, William S. 1-33
Miller, Russ, Jr. 10-42
Mintz, Linda 10-42

N

Ness, Paul 3-42
Nicosia, Samuel 4-49

O

Oles, Dr. Henry J. 1-48, 2-64, 3-46, 4-56, 6-78, 8-46, 9-54, 10-58, 11-48, 12-44

P

Petersen, Jon Cover-9, 9-16
Phillips, David 8-41
Portillo, Ralph 10-24
Pruett, Richard C. 7-42
Pulver, Robert W. 3-38

R

Rader, Richard 4-28
Rickard, Marty 1-46, 2-62, 3-44, 4-58, 5-54, 6-72, 7-50, 8-44, 9-50, 10-56, 11-52
Rickert, Robert L. Cover-1, 1-18
Riley, Richard 12-35

S

Sanddal, Ross 2-66, 3-48, 4-62, 5-58, 6-74, 7-52, 8-48, 9-52, 10-60, 11-41, 11-42, 12-46
Schmidt, T.A. 10-31
Scott, Denis Cover-12, 12-16
Smith, Dennis W. 6-64
Strickland, JoAnne 3-32, 5-38, 8-24, 11-30

W

Walters, John C. 4-22, 4-31
Wehman, Bruce Cover-8, 8-16
Woodson, Patricia 9-39

Z

Zoss, Thomas Warner 10-66